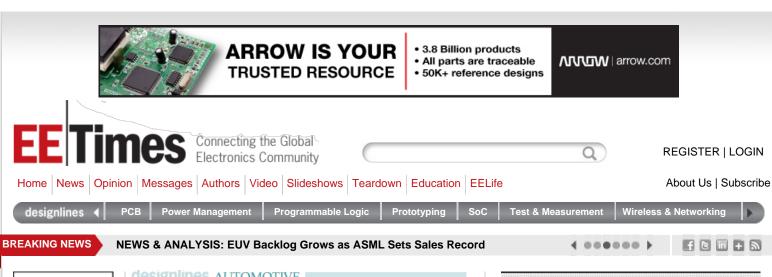
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News & Analysis

Rivals Chasing Velodyne in Lidar Race

Who's who in emerging lidar market

Junko Yoshida 8/18/2016 09:55 AM EDT 6 comments NO RATINGS 1 saves

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MADISON, Wis. — As lidar emerges as one of the most soughtafter sensor technologies for autonomous cars, startups specializing in lidars are popping up everywhere in Israel, Germany, Canada, New Mexico and California.

Velodyne Lidar, Inc. (Morgan Hill, Calif.), which shipped its first products in 2007, remains by far the most experienced and best funded lidar tech company. Velodyne announced earlier this week a combined \$150 million investment from co-investors Ford Motor Company and China's leading search engine company Baidu, Inc.

Velodyne has a number of new product lines sampling today, including those based on VLP 16 and VLP 32. Mike Jellen, president & chief operating officer, isn't ready to announce design wins due to non-disclosure agreements, but revealed that Velodyne lidar technology is already in 25 different autonomous car programs today.

Mike Demler, senior analyst at The Linley Group, told EE Times, "Velodyne claims their 'lidar sensors are used by virtually every car manufacturer and tier 1 supplier in the business."

Reportedly, Baidu, Ford, Google, Nissan, and Volvo use Velodyne in their autonomous test vehicles, and they have also been used in some "autonomous transport" vehicles, such as Navya Arma, which makes a 100 % electric and autonomous transport vehicles.





showed the other results you

reducing the LCDU but nano

failures were also pointed out.

mentioned. The emphasis was

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Wave of startups

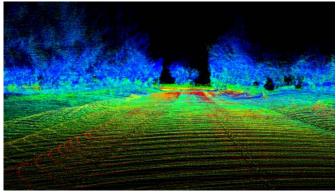
The automotive industry, however, is still in early days with autonomous cars. The battle of cheaper, smaller lidars has begun with a wave of startups, all poised to compete with Velodyne in the lidar race.

Among the competitors are Quanergy (Sunnyvale, Calif.), Innoviz Technologies (Kfar Saba, Israel), Aerostar (Syosset, NY), LeddarTech (Quebec, Canada), Phantom Intelligence (Quebec, Canda), Strobe (Pasadena, Calif.), TriLumina (Albuquerque, NM) and Ibeo Automotive Systems (Hamburg, Germany).

Quanergy, which officially launched "the world's first solid-state lidar for self-driving cars" at the Consumer Electronics Show this year, discussed a plan for dramatically lowering costs to \$250 per sensor. The company announced last fall a partnership with Delphi Automotive Systems in lidar development, but has not launched the product yet.

Ian Riches, director of global automotive practice at Strategy Analytics, noted, "Quanergy has not publicly announced any design wins for production vehicles, but has 'Public partners' that include Mercedes Benz, Hyundai and Renault-Nissan."

Asked to compare Velodyne's lidar to that of Quanergy, Riches explained, "The key difference is that the Velodyne units are still 'solid state hybrid' LiDARs. This means that actuation and detection are solid state, but the scanning is mechanical. The Quanergy units are fully solid state, with no moving parts."



Quanergy LiDAR Point Cloud (Source: Quanergy)

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Innoviz Technologies last week (Aug. 8) emerged from stealth mode and announced it raised \$9 million in a Series A financing round.

Next page: Broader adoption

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Re: a bit different than standard automotive

VisionYG 8/28/2016 7:55:10 PM

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USER RANK ROOKIE Thanks for information. Single Lidar will be the most welcome to OEM...if ready

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Interesting

dt_hayden 8/22/2016 5:16:37 PM

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"TriLumina ... is developing chips to advance time of flight capabilities while reducing power requirements and size."

What does it mean to advance the time of flight of light?

"There is also **Slamtec**, a small start-up company based in China ..."

Probably not the best name for a collision avoidance company.

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LiDAR & Sensor Fusion MICHAEL NOONEN 8/19/2016 9:26:50 AM NO RATINGS

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USER RANK AUTHOR Junko: Excellent overview of the very active and accelerating LiDAR space. Insightful comment from NXP about sensors (LiDAR, RADAR, Cameras) "cross validating" for more robust and deployable solutions. Sensor fusion and systems integration might prove to be as important as the race to lower cost solid state LiDAR sensors.

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Re: a bit different than standard automotive realjjj 8/18/2016 12:16:13 PM NO RATINGS

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That assumes straight to level 5 and not everybody aims for that. Maybe to some extent people are changing their minds and aiming for full autonomy not a gradual transition. In any case, car ownership won't go away overnight so hardware costs will still matter and autonomous features would be key marketing assets. With car as a service you are right, what will matter is the right balance between total costs and quality. At least early on, before competition puts more pressure on costs.

There is also the line of thinking that the software is the hard part and with better software you can save on hardware. Short term, fog and dust are problems too for LIIDAR but those are likely solvable.

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a bit different than standard automotive alex_m1 8/18/2016 11:29:09 AM NO RATINGS

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USER RANK AUTHOR Junko, i suspect that this will not play out as usual with automotive technologies - since the business model will be taxilike, and \$500 over the lifetime of a taxi per trip is insgnificant. Even the extra processing isn't that big of a deal. What will be most important is reliability - both of the lidar and the total perfomance of the vehicle.

This will be true both at the design and regulatory levels, but also at the consumer level - most won't care if the trip is cheaper by few cents but even a hint that the more expensive system will be more reliable would be very good for marketing.

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